

Matthew P. Eichinger

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Professional Experience:

Mine Safety Appliances, Pittsburgh, PA - (\$1 billion in annual sales)

Construction/Industrial Sales Manager, March 2011 - Present

- Achieved MSA Top Sales Performer Award for 2013
- Achieved MSA Top Sales Performer Award for 2012
- Elevated sales within a market that was producing \$300K annually to \$2+ million in annual sales within 2 years
- Educate customers on ANSI/OSHA rules regulations within the industrial/mining/oil/gas/refining markets throughout the Intermountain States
- Support, drive and monitor key construction market opportunities with the Territory Sales Managers
- Communicate opportunities to 15+ key channel partners, Territory Sales Managers and the Industrial and Construction Business Development Regional Managers
- Provide support and training for these stake holders by using tools such as evaluations, web casting, joint sales calls, and MSA corporate presentations
- Track opportunities, manage expenses, manage construction distribution and execute the NASO action plan

Retail Sales Manager / Store Support Specialist, September 2007 - Present

- Sale of portable gas monitors, fall protection, and consumer packaged safety products to major retail accounts
- Manage 1000+ retail division brick and mortar stores generating revenues exceeding \$30 million
- Train numerous retail sales associates on MSA products
- Merchandise 900+ Home Depot accounts across the nation
- Conduct market research to determine buying trends of distributor and end users
- Increase sales through detailed presentations in retail, portable instruments, and NFL licensed products
- Participate in trade shows and marketing clinics to increase awareness and sales

Robert Half International, Pittsburgh, PA - (\$4.4 billion in annual sales)

Staffing Manager, January 2007 – September 2007

- Recruit and counsel 100+ professional support professionals on a weekly timeline
- Develop client relationships to create career opportunities for candidates
- Coordinate candidates into professional positions based on intellect, presentation, and skill set
- Maintain client/candidate satisfaction and compatibility once hired by the client

Comcast / AT&T Broadband Cable, Pittsburgh, PA - (10.4 billion in annual sales)

Marketing Coordinator, August 2004 – April 2006

- Develop sales plans and merchandising for 30+ direct sales representatives
- Design extensive college sales programs for several neighboring universities
- Implement strategic promotion fulfillment procedures across all regional systems
- Manage field sales/marketing initiatives for several college interns

Event Marketing and Retail Sales Coordinator, August 2002 – August 2004

- Establish relationships with Best Buy, Circuit City, and Gateway retail sales teams
- Organize and participate in regional community and retail events to generate sales in digital cable, high-speed internet, and telephony services
- Train and support retail employees on corporate cable/internet/phone offers
- Develop retailer incentives based on regional sales forecasts

Education: Ohio University, Athens, OH – Graduation – November, 2001

Degree: Bachelor of Science in Communication

Major: Business Communications Minor: Marketing

Competencies, Skills, Qualities:

Microsoft Office Suite, Adobe Illustrator, ICOMS, Micro J, CRM, ADAM, SAP

Hard work and Ethics – Strong values and morals

Intellectual Capability – Quick learner/Knowledge of a variety of PC applications

Adaptability – Flexibility portrayed by a wide variety of jobs

Motivation – Drive for results

Communication – Develop rapport and cohesion with internal and external sales teams

Strong Professional Presence – Leadership, articulation, and determination